

Message Text

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INFO OCT-01 ADP-00 EB-11 COME-00 CIAE-00 INR-10 NSAE-00

RSC-01 EUR-25 L-03 INRE-00 /063 R

DRAFTED BY NEA/ GRK: LRGEORGE: PR

4/9/73 X23041

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NEA/ GRK: GTCHURCHILL

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FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

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E. O. 11652: N/ A

TAGS: BEXP, ETRN, GR

SUBJECT: SPATA AIRPORT

1. ON APRIL 9, SEYMOUR S. GREENFIELD, PARTNER, AND JAMES C. LANGE, VICE PRESIDENT, OF PARSONS, BRINCKERHOFF, QUADE, AND DOUGLAS, ACCOMPANIED BY GEORGE S. JENKINS, PRESIDENT OF J. E. GREINER, CO., INC., CALLED ON ASST. SEC. SISCO TO DISCUSS THEIR CONSORTIUM' S INTEREST IN MASTER PLAN AND PRELIMINARY DESIGN CONTRACT FOR SPATA AIRPORT. CONSORTIUM REPS SAID THEY HAD BEEN INFORMED UNOFFICIALLY BY GOG SOURCE THAT AEROPORT- FLUGHAFEN IS ONLY OTHER COMPETITOR FOR THIS BID. REPS ALSO KNEW PRICE DIFFERENTIAL BETWEEN THEIR BID AND FRENCH- GERMAN BID. THEY EXPRESSED CONCERN FOR FAIR TREATMENT SPECULATING THAT CONTENTS OF THE TWO COMPETING PROPOSALS NOT COMPARABLE OR THAT GOF/ FRG HAVE INTERVENED ON BEHALF OF GOVERNMENT RELATED AEROPORT DE PARIS AND FLUGHAFEN. CONSORTIUM REPS REQUESTED DEPARTMENT/ EMBASSY ASSISTANCE TO GAIN ACCESS TO APPROPRIATE HIGH GOG OFFICIAL, POSSIBLY YAKAS, FOR PURPOSE OF EXPLAINING THEIR PROPOSAL IN INTEREST OF FAIR EVALUATION OF THEIR BID. THEY EXPRESSED WILLING-

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NESS TO TRAVEL TO ATHENS ON SHORT NOTICE FOR THIS PURPOSE.

2. CONSORTIUM REPS NOTED THAT THEIR FINANCING, OFTEN A PROBLEM IN COMPETING FOR SIMILAR FOREIGN BIDS, HAS ALREADY

BEEN ARRANGED. ALSO MENTIONED THAT CONSORTIUM'S BRITISH PARTNER ALSO ASKING ASSISTANCE OF ITS GOVERNMENT AND SUGGESTED AMERICAN EMBASSY MAY WISH TO CONSULT BRITISH EMBASSY AS WELL AS LOCAL GREEK CONSORTIUM PARTNER, ENVIRONMENTAL DESIGN, LTD.

3. MR. SISCO SAID OUR POLICY IS TO SUPPORT AMERICAN INDUSTRY WITHOUT, OF COURSE, PICKING AND CHOOSING BETWEEN AMERICAN COMPANIES. WE STAY NEUTRAL ON SUCH THINGS. IF SITUATION NOW NARROWED TO ONE U. S. CONCERN (WITH UK) AS AGAINST FRENCH- GERMAN CONCERN, THEN WE SHOULD BE ABLE TO BE HELPFUL TO U. S. ORGANIZATION IN FACILITATING CONTACT WITH GOG OFFICIALS. HOWEVER, SISCO SAID HE WISHES TO CHECK WITH AMBASSADOR TO SEE WHAT SITUATION IS AND TO MAKE SURE NO OTHER PROBLEMS EXISTED.

4. ACTION REQUESTED: REQUEST YOU ADVISE STATUS OF GOG CONSIDERATION OF BIDS AND PROVIDE RECOMMENDATIONS FOR APPROPRIATE SUPPORT OF U. S. CONSORTIUM ASAP. ROGERS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 APR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE066043
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: SECSTATE WASHDC
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730440/aaaaiepd.tel
Line Count: 91
Locator: TEXT ON-LINE
Office: ORIGIN NE
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 12 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12-Sep-2001 by martinml>; APPROVED <09-Nov-2001 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> gwr 971222
Subject: SPATA AIRPORT
TAGS: BEXP, ETRN, GR
To: ATHENS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005